

# GETTING A START

By  
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## TO THOSE WHO WORK FOR THEMSELVES.

This article is not addressed to employees, but to those who are in business for themselves, or who occupy independent positions.

Ninety-nine and nine-tenths per cent of business men, and ninety-nine per cent of professional men, labor under the delusion—and it is a delusion—that their work would stop, and a part of the world would stand still, if they dropped out of the treadmill for the whole of a day, or the whole of a week, or for a longer time. They are self-elected slaves, and do not realize that quality of work counts more than quantity, that the clear brain and the vigorous body will accomplish more in a day than the fagged-out mind and tired body can do in a week.

There are times when we cannot leave our offices without incurring loss, but we are nowhere as indispensable to ourselves, or to others, as we think we are.

I recall an incident: The editor and owner of a great newspaper had not left his desk for twenty years. He was brain and body tired. His doctor ordered him to take a vacation.

"No, no," he said, "I can't do it." "Haven't you competent assistants?" asked the doctor.

"Yes," replied the editor, "but they depend upon me for direction."

"Nonsense," retorted the doctor, "you are too big a man not to have a plant that will keep in motion if you let up for a week or so. Suppose you are taken sick. If you don't rest now, you will have to later, and it will mean a month's, and perhaps a year's absence from the office."

The editor decided to stay away for a week, but he did not dare to tell his assistants, as he was afraid it would demoralize the office. He went out into the woods, and came back a better man. On Monday he entered his counting room.

"Good morning, Mr. Brown," said his general manager.

"How are things going?" asked the editor.

"Fine," replied the general manager. "Just landed a big contract from the Jones Manufacturing company."

With a surprised look on his face the editor went upstairs. His assistant met him with the usual greeting.

"How's everything?" he asked.

"Same as usual," replied the assistant.

The editor passed through the editorial and reportorial rooms, but nobody said anything about his absence. At last in desperation he spoke about it to one of his assistants.

"Why, when did you go?" exclaimed the man.

The editor went into his private sanctum, sat down in the editorial chair, put his feet on the editorial desk and talked to himself for an hour. He had learned his lesson.

A friend of mine, a general of industry, absents himself from his office for an extended period twice a year. He finds that while he is away there is an increase of business.

"How do you account for it?" asked a friend.

"I'll tell you," replied the business man. "I've organized my business so well that each department has individuality and works by itself, yet in harmony with the others. When I'm there, my managers depend upon me. When I'm away, they realize their importance and make strenuous efforts to 'make good.' And they do."

Men who fail, as a rule, are those who either work too hard or do not work enough, who either keep too long hours or too short hours.

Men who succeed compromise between the two extremes, work hard when they work, and play hard when they play, making their recreation a part of their life's duty.

Don't fool yourself into believing that you have not time to take a rest.

## TO THE MAN WITH AN IDEA.

I received recently the following letter from one of my readers:

"Being an admirer of your column, and knowing your desire to assist young people, I wish you would advise me, and at the same time others in the same boat. I have been at my trade for twenty years, have worked for the largest six firms in our line. I am at present with the largest in the country, but the most mismanaged. By applying efficiency to the shop, I know several thousand dollars could be saved in the course of a year, by

changing the system so that the work would not be rehandled, etc. What I should like to know is to whom I should give my ideas, the foreman (and have him get the credit), or the owner? How should I go about the latter?"

"Thanking you in advance, I am  
Yours truly,

"ADMIRER."

It is exceedingly difficult to advise unless one is familiar in the premises and is acquainted with both the men and the conditions. In this case, as in many similar ones, I can speak only in a general way. I will assume that the writer of the foregoing letter is correct when he says that his factory is mismanaged and will proceed upon that hypothesis. Whether it is or not, it is obvious that improvement would be possible, and that our friend may have some practical ideas. I should, however, advise him not to present them unless he is reasonably sure that they are worthy of consideration. I should suggest that he talk them over with competent and trustworthy friends, if he can, and try them out theoretically, at least, before bringing them to the attention of his employer.

The question is, however, whether it is best to present them through the foreman or direct to the owner of the factory.

If the foreman is a man of integrity, can be trusted, and is fair and square, I should advise our friend to have a frank talk with him, present his ideas to him, and request him to bring them to the attention of the proprietor, with or without being accompanied by the originator.

The foreman can easily obtain an audience, and will be given attention, while the originator, being a mechanic, is not likely to have the same opportunity.

If, however, the foreman is not to be trusted, our friend should present his ideas directly to the owner or to one of them, either verbally or in writing.

In either case, I should suggest that he write out these ideas, retaining a duplicate copy of them, the original to be given to the foreman or to the owner, in connection with a verbal explanation.

For his own protection I should further advise him that he acquaint one or two of his trustworthy friends with the facts, so that, should his ideas be appropriated without credit or remuneration for him, he would have tangible evidence of being their originator.

If the carrying out of the system suggested required machinery or fixtures of any kind, our friend should protect himself by patent before acquainting others except reliable friends, with his discovery.

## SUPERSTITION STILL WITH US

Delusions Have Not All Been Done Away With, Despite the Advance in Education.

The accusation of witchcraft has been made against a Detroit woman. Let none of us go too far in our scoffing.

Superstition is dead. It existed in the middle ages, but not any more. So they say.

Actually, superstition lives and thrives despite the fact that a few glaring delusions have been repudiated by the majority.

There is the superstition of legal revenge, the superstition of money-getting as a means of being happy, the superstition of race prejudice and class prejudice. These are but a few. The vast mass of them are so cherished that it is unwise to name them.

The public mind holds many superstitions, and so does the mind of every individual. What are called the dark ages are 500 years behind. Who can guess how many of our illusions will have been scorned and cast aside 500 years hence?—Detroit News.

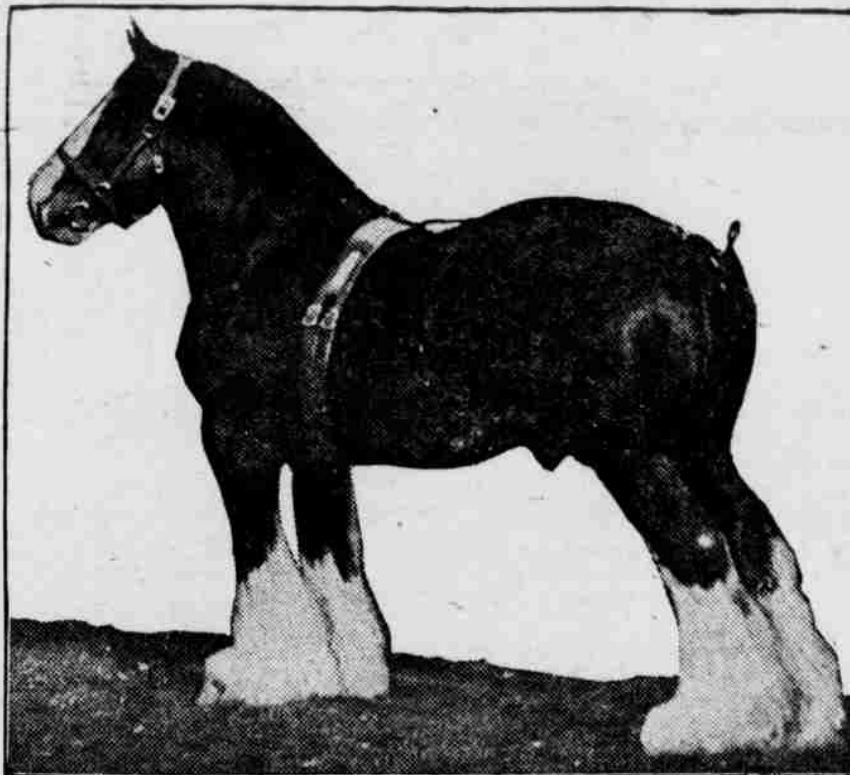
## Modern Improvements.

"Maria," said Farmer Topsoil, "them city boarders is due here to-morrow."

"Yes, Hiram."

"Better put away th' phonygraft an' th' planner player, an' tell th' hired man ter keep th' automobile locked up in th' garage. We've got ter make this place look as rooral as possible, or them folks won't think they're gettin' their money's worth."

## RATION AND ATTENTION FOR DRAFT HORSE



An English Shire.

(By D. O. THOMPSON, Purdue Experiment Station.)

The average farmer has not learned the fact that to attain the weight of a ton at four years a draft colt must make an average daily gain of about one and a quarter pound from the time it is born. Many colts that at weaning time give promise of developing into good drafters never become more than 1,300 to 1,500-pound horses, largely due to the fact that they were not properly fed. In the management of the draft colt it is better not to let the colt follow the mare while she is at work, but to keep the colt to a box stall, making sure that there are no loose boards or open places in the walls in which the colt might injure itself, and it is well to handle the colt from birth and get it accustomed to

being handled with the halter. Do not coax him along, do not drive.

The following rations have been found valuable in growing draft colts:

Until weaning time, in addition to the mare's milk let it have such blue grass pasture as is available and give it access to a box containing a mixture of oats, three parts; bran, three parts, and oil meal, one-half part. After weaning, there is no better place for the colt than blue grass or clover pasture, provided it is supplemented with light grain ration and the colt given proper attention, and as a rough feed when the colt is in the barn dry, sweet alfalfa or clover hay free from dust with a limited supply of such other roughages as corn stover, oat straw, timothy hay, or perhaps a small amount of high quality corn silage.

## GROWING WINTER OATS

Reduces Feed Bill and Prevents Washing of the Soil.

Variety Most Commonly Used in South is Red Rustproof—Winter Turf is Hardy and Valuable for Pasture or for Hay.

Every southern farmer should grow enough oats to feed his work stock during at least a portion of the year. In addition to furnishing feed grain at less cost than it can be purchased, fall-sown oats prevent the washing of the soil, by which much fertility is frequently lost. There is still time to sow winter oats in the gulf states, though this work should be done at once if good results are to be obtained. According to specialists of the department, oats sown in the southern states during October or the first half of November may be expected to produce at least twice the yield of grain obtained from spring seeding.

Winter grain may be sown on land which produced a crop of cotton, corn, or cowpeas the past summer. If this land has not already been plowed, it will be better to make the surface soil fine and loose with the disk or drag harrow than to delay seeding by plowing now. Better results are obtained from sowing with the drill than from broadcast seeding, though if a drill is not available sowing the seed broadcast on well-prepared land usually results in a good stand. If the preceding crop was well fertilized, 100 to 200 pounds of acid phosphate

will be all that the oats require this fall, though a little nitrate of soda will help the fall growth, especially if the soil is not already well supplied with nitrogen from the growing of cowpeas or some other legume. A top dressing of 50 to 100 pounds of nitrate of soda applied when growth starts in the spring will greatly increase the yield.

The variety of winter oats most commonly grown in the South is Red Rustproof. Appier, Lawson, Hundred Bushel, Bancroft and Cook are selections or strains of Red Rustproof which are said to be particularly valuable in some localities. The Fulghum is a promising new variety which matures a week or ten days earlier than the Red Rustproof, and usually produces as much or more grain. As the kernels of all these varieties are large, from two and one-half to three and one-half bushels should be sown to the acre. The smaller quantity is sufficient if the seed is drilled early on well-prepared land, while three bushels or more are needed when the seed is sown broadcast late in the season. The Winter Turf or Virginia Gray is a very hardy variety, which is valuable for pasture or hay production, but which does not yield as much grain in the southern states as the Red Rustproof. On account of the small size of the kernels, only one and one-half bushels of seed of this variety are required.

## Sheep Know Little.

There is no breed of animals on the farm that know as little as the sheep, and it stands the farmer well in hand to keep an ever-watchful eye on his flocks. A good shepherd is almost a necessity when engaged in the sheep-raising business.

## HELP SOLVE ONION PROBLEM

Farmers Frequently Inquire as to Proper Storage of Crop—Provide Plenty of Air Space.

(By J. S. KNOX, Arkansas Experiment Station.)

"How shall I store my onions so they will keep during the remainder of the summer and during the winter?"

The above question is one that is frequently asked by the farmers of the country. The following suggestions, if carried out, will greatly help in solving the problem:

Do not allow the onions to remain in the ground after they are mature, but dig them when from 80 to 90 per cent of the tops die and fall over. Three or four rows may be piled together in windrows as they are dug and allowed to remain in this way until the tops are dry, which will require several days, owing to the degree of sunshine. It may be necessary to turn the onions over at intervals of two days until they are thoroughly dry. Do not allow white onions

to remain in the sun until they turn green.

As soon as properly cured in the field, place the onions in bags and carry to the storage house. The storage house should be well ventilated, especially until the bulbs are thoroughly dry. If only a few bushels are to be stored, it is a good idea to spread them out on the floor of a building. When placed in this way there is little danger of the bulbs heating or sprouting from moisture. Some of the regular onion storage houses have a series of shelves one above the other, in which the bulbs are spread out to dry. If you have to store them in bags leave plenty of air space between the different bags and be sure the bulbs are all cured before placing them in the bags.

## Simplify Hog Work.

Having the pigs farrowed as near one time as possible greatly simplifies the work of feeding and caring for them.

A few small colony houses in the edge of the corn field make capital quarters for the growing chicks.

## NEW CURE FOR RHEUMATISM

Woman Who Had Suffered for Many Years is Cured by Bolt of Lightning.

The medical faculty was put to shame by a bolt of lightning which the other night struck the farmhouse of Charles A. Burdick, on Washington Ridge, says the Berlin (Conn.) correspondent of the New York Herald. The electric bolt destroyed articles in all the eight rooms of the house and did damage exceeding \$1,000, but it cured Mrs. Burdick of rheumatism, from which she had suffered for many years.

Mrs. Burdick was about to put wood in the kitchen stove when the bolt struck her, knocking her down and rendering her unconscious. One of her feet was on zinc beneath the stove. The lightning took a nail out of the sole of her shoes and her foot was severely burned. Dr. Thomas Mulligan of New Britain soon revived her.

Today Mrs. Burdick, although suffering from the burns on her foot, was free from rheumatic pains. She does not think the price her husband must pay in repairs to the house too high, but Mr. Burdick is discreetly silent.

## FACE BATHING WITH

Cuticura Soap Most Soothing to Sensitive Skins. Trial Free.

Especially when preceded by little touches of Cuticura Ointment to red, rough, itching and pimply surfaces. Nothing better for the skin, scalp, hair and hands than these super-creamy emollients. Why not look your best as to your hair and skin?

Sample each free by mail with book. Address postcard, Cuticura, Dept. XY, Boston. Sold everywhere.—Adv.

## He Took a Chance.

"It's a good thing you had accident insurance, isn't it? That fall must have laid you up for two weeks."

"I know, but it doesn't help me out in this case."

"And why not?"

"Why, it carried a clause forbidding me to engage in any extra hazardous occupation."

"Well, you weren't, were you?"

"Yes, I was trying to sell Jones some life insurance."

## Two Birds Indicted.

The complaints against the robin have dwelt on his fondness for cherries, strawberries, blackberries, raspberries, pears, peaches, prunes, grapes and even olives in California. The bluebirds' consumption of cultivated fruits seems more limited, being practically confined to cherries, raspberries and blackberries, and its fruit-eating period is very short, being only from late fall to early spring when the insects which it prefers are scarce.

## So Friendly.

The women who called just because they couldn't get out of it were met at the door by the maid.

"My mistress is taking her beauty sleep," she said.

"How long does it take her?" asked one of the women.

"Oh, less than half an hour."

"She looks it," said the other woman in a whisper to her friend. Then they left their cards and trotted along.

## Building Master Men

Potash, sodium, lime and iron are some of the vital mineral salts necessary to proper nourishment of muscle, brain and nerves, but are not found in proper abundance in white bread and many other foods.

## Grape-Nuts

—made from whole wheat and malted barley—richly supplies these needed mineral elements and is a delicious dish served with cream or rich milk.

Grape-Nuts food is splendid for brain workers, and ideal for school children. Being partially pre-digested, it is quickly absorbed by the system—going directly to the up-building of sinew, brain and nerves without overloading the stomach.

## "There's a Reason"

Sold by Grocers.